



MARINE CORPS SYSTEMS COMMAND

EQUIPPING THE WARFIGHTER TO WIN

MCSC OFFICE OF SMALL BUSINESS PROGRAMS (OSBP) PRESENTATION TO THE ATTENDEES OF THE NAVY GOLD COAST MCSC WORKSHOP

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Marine Corps Systems Command (MCSC): Mission



- We're the Commandant of the Marine Corps' agents for acquisition and sustainment.
- We provide competency resources, policies and processes to PEOs and Program Management Offices.
- We field systems and equipment used by the Marine Corps and joint operating forces to accomplish their Warfighting mission.
- We manage the life cycle of MCSC acquired systems and equipment.

We will equip and sustain the Nation's expeditionary Force of Choice.



Program Executive Officer Land Systems (PEO LS):

- PEO LS reports directly to the Assistant Secretary of the Navy for Research Development and Acquisition ASN (RDA).
- PEO LS meets the Warfighter's needs by devoting full-time attention to Major Marine Corps Weapon Systems acquisition, while partnering with Marine Corps Systems Command, in order to develop, deliver, and provide life-cycle planning for assigned programs.
- PEO LS' integral relationship with Marine Corps Systems Command leverages infrastructure, competencies and technical authority.
- PEO LS Portfolio on the next slide.

PEO LAND SYSTEMS MARINE CORPS

IT'S ALL ABOUT THE WARFIGHTER

PORTFOLIO



ACAT I

CAC2S



G/AATOR



JLTV



MTVR



ACAT II

LW 155



LVSR



ACAT III

AAV SU



CTN



ITV



MRAP



ACAT IV

Flatrack Refueling Capability



MTVR TRAILER



P-19R FIRE TRUCK



Other (Pre-ACAT)

ACV



HMMWV SMI





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"BETTER BUYING POWER"



Dr. Ashton B. Carter, former

Under Secretary of Defense for Acquisition, Technology, and Logistics

"Better Buying Power: Guidance for Obtaining Greater Efficiency and Productivity in Defense Spending"

Guidance Roadmap

Target Affordability and Control Cost Growth

- Mandate affordability as a requirement
 - At Milestone A set affordability target as a Key Performance Parameter
 - At Milestone B establish engineering trades showing how each key design feature affects the target cost

Drive productivity growth through Will Cost/Should cost Management

- Eliminate redundancy within warfighter portfolios
- Make production rates economical and hold them stable
- Set shorter program timelines and manage to them

Incentivize Productivity & Innovation in Industry

- Reward contractors for successful supply chain and indirect expense management
- Increase the use of FPIF contract type where appropriate using a 50/50 share line and 120 percent ceiling as a point of departure
- Adjust progress payments to incentivize performance
- Extend the Navy's Preferred Supplier Program to a DoD-wide pilot

Reinvigorate industry's independent research and development and protect the defense technology base.

Promote Real Competition

- Present a competitive strategy at each program milestone
- Remove obstacles to competition
 - Allow reasonable time to bid
 - Require non-certified cost and pricing data on single offers
 - Require open system architectures and set rules for acquisition of technical data rights
- Increase dynamic small business role in defense market place competition

Improve Tradecraft in Services Acquisition

- Create a senior manager for acquisition of services in each component, following the Air Force's example
- Adopt uniform taxonomy for different types of services
- Address causes of poor tradecraft in services acquisition
 - Assist users of services to define requirements and prevent creep via requirements templates
 - Assist users of services to conduct market research to support competition and pricing
 - Enhance competition by requiring more frequent re-compete of knowledge-based services
 - Limit the use of time and materials and award fee contracts for services
 - Require that services contracts exceeding \$1B contain cost efficiency objectives

Increase small business participation in providing services

Reduce Non-Productive Processes and Bureaucracy

- Reduce the number of OSD-level reviews to those necessary to support major investment decisions or to uncover and respond to significant program execution issues
- Eliminate low-value-added statutory processes
- Reduce by half the volume and cost of internal and congressional reports
- Reduce non-value-added overhead imposed on industry
- Align DCMA and DCAA processes to ensure work is complementary
- Increase use of Forward Pricing Rate Recommendations (FPRRs) to reduce administrative costs



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SBIR & STTR PROGRAMS

- SBIR (Small Business Innovation Research) and /STTR (Small Business Technology Transfer) are congressionally mandated programs designed to:
 - -Stimulate Innovation
 - -Use Small business to meet Federal needs
 - -Encourage participation of socially & economically disadvantaged businesses
 - -Encourage commercial use technology developed under this program
- SBIR/STTR Process
 - -Up to 3 Calls for Solicitations per year
 - -MCSC and PEO funding for this program is about \$16M per year
 - -Solicitations are posted on <http://www.dodsbir.net>



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*Technology Opportunities
with MCSC and PEO LS*

- ✓ Learn More About USMC Science and Technology Needs
 - Office of Naval Research www.onr.navy.mil
 - USMC Strategic Plan www.onr.navy.mil
 - MCSC and PEO Science and Technology Office
www.marcorsyscom.usmc.mil



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FY 2013 Targets

MCSC AWARDED THE FY 2013 DON SECRETARY'S CUP

Small Business Category	FY 2012 Navy Target Percentage	FY 2013 Navy Target Percentage
Small Business	15.75%	18.00%
SDB	5.00%	5.50%
VOSB *	0.00%	0.00%
SDVOSB	0.75%	2.00%
WOSB	2.10%	2.15%
HUBZone	2.05%	2.30%

* The Command does not have a specific target for VOSB.



MCSC & PEO LS Exceeded all of its Small Business Targets for FY 2013

Small Business Category	FY 13 Target	FY 13 Achievement	% Difference
Small Business	18.00%	29.93%	+11.93%
SDB	5.50%	14.81%	+9.31%
VOSB	0.00%	5.49%	+5.49%
SDVOSB	2.00%	3.68%	+1.68%
WOSB	2.15%	4.00%	+1.85%
HUBZone	2.30%	2.97%	+0.67%



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FY 2013 Achievement
Prime Contracts

Total Small Business Eligible Actions FY13 - 10,153

Total Small Business Eligible Dollars FY13 - \$2,370,512,016

Small Business Category	Actions	Dollars	FY 13 Target	FY 13 Achievement
Small Business	2,146	\$709,508,809	18.00%	29.93%
SDB	704	\$351,083,260	5.50%	14.81%
VOSB *	462	\$130,028,497	0.00%	5.49%
SDVOSB	267	\$87,214,636	2.00%	3.68%
WOSB	327	\$94,917,568	2.15%	4.00%
HUBZone	208	\$70,333,791	2.30%	2.97%

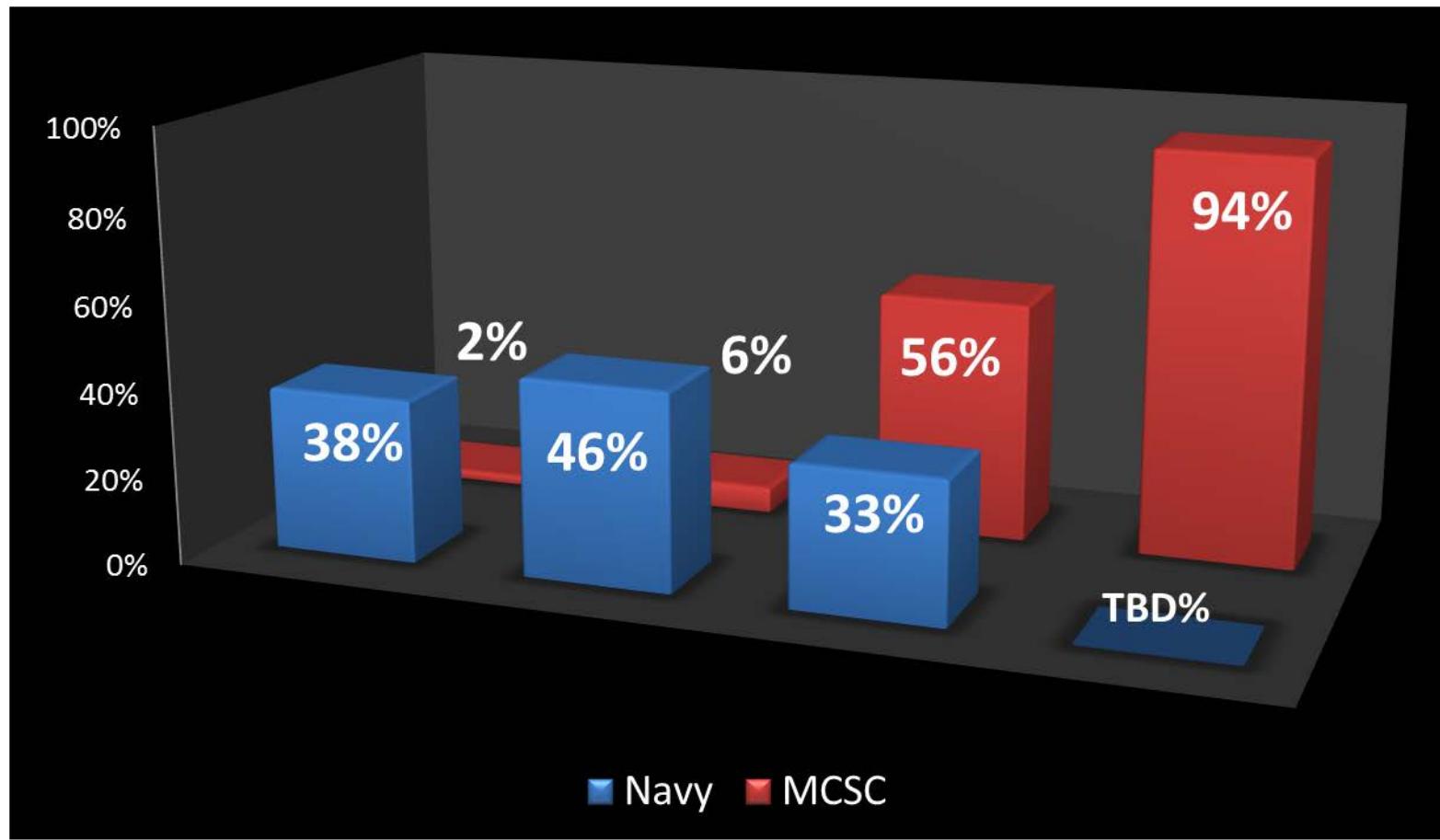
* Numbers rounded up to nearest whole dollar above \$0.50, as appropriate



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Navy & MCSC 2010-2013 (SeaPort-e) Small Business (SB) Award% Comparison



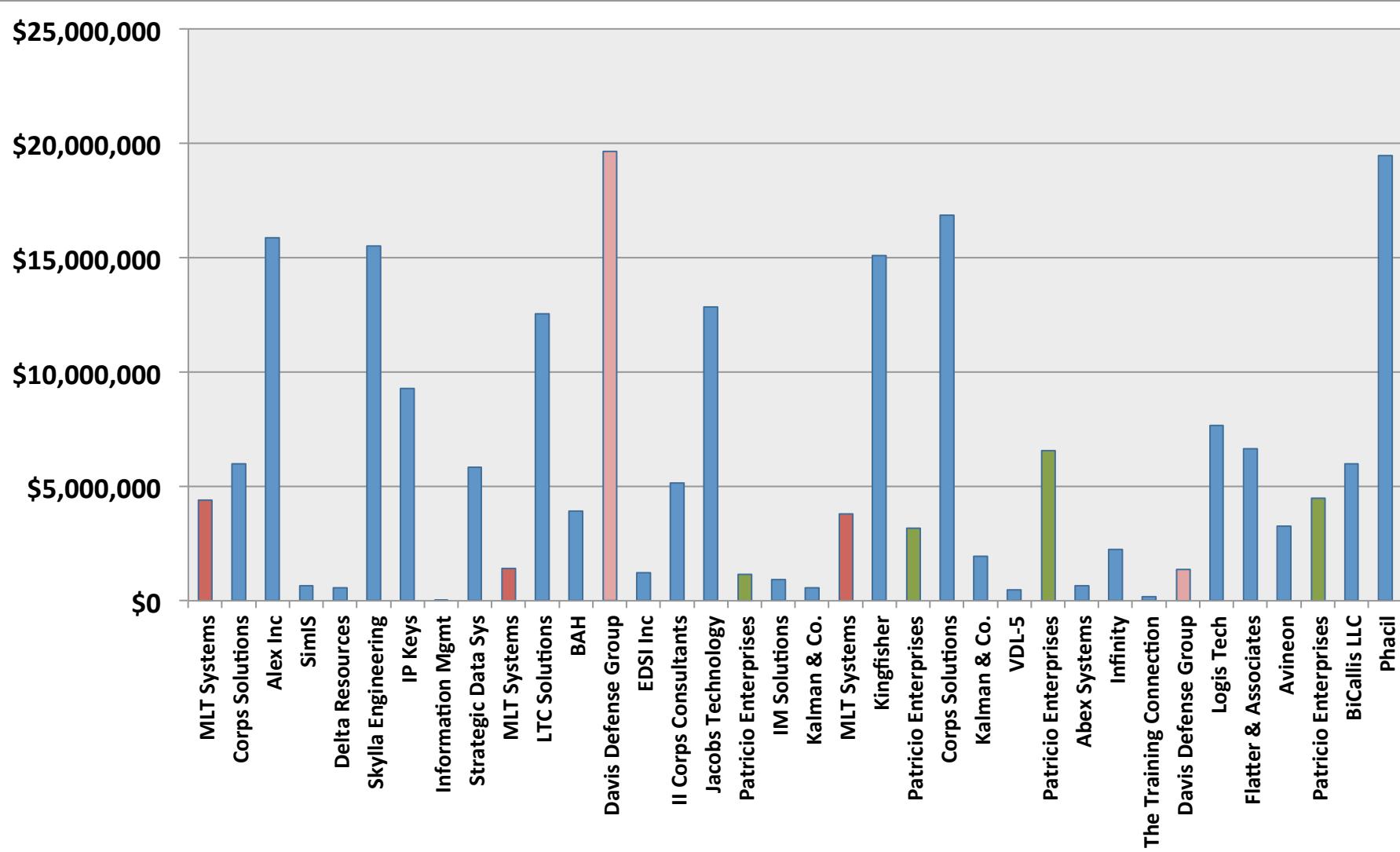
Significant Increase in Small Business Opportunities as a result of transition to SeaPort-e



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FY 2013 SeaPort-e Awards to Small Business





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2014 ACQUISITION FORECAST

[http://www.marcorsyscom.marines.mil/ProfessionalStaff/Programs\(ACPROG\)/ACSS/ACSSForecasting.aspx](http://www.marcorsyscom.marines.mil/ProfessionalStaff/Programs(ACPROG)/ACSS/ACSSForecasting.aspx)

THIS IS A FORECAST OF ESTIMATED SOLICITATION PERIODS WHICH DOES NOT COMMIT
THE GOVERNMENT TO PAY ANY COSTS INCURRED IN PREPARATION OF ANY SUBMISSION OR
TO CONTRACT FOR SUPPLIES/SERVICES.

ACSS Forecasting

<u>7-Aug-14</u>	<u>Title</u>	<u>PdM/Office</u>	<u>Category</u>	<u>Estimated Solicitation Period</u>	<u>Large or Small</u>
1	GCSS Program Support	PEO EIS	Program Support	Between Feb and May 2014	
2	PdM ERS IA Support	ISI	Program Support	Between Feb and May 2014	
3	CAO Support	CMO	Program Support	Between Jan and April 2014	
4	PM IP	IP	Program Support	Between Jan and April 2014	
5	CSPS Support	CSPS	Program Support	Between Feb and May 2014	
6	TCS PM and Log Support Contract	TCS	Program Support	Between June and Sept 2014	
7	TFITS AIT	PM 110	Program Support	Between Aug. and Sept 2014	
8	AVTB program support	AVTB	Program Support	Between June and Sept 2014	
9	MCNIS program support	MCNIS	Program Support	Between June and Sept 2014	
10	PDM CSE Annual support	PM CSS/PdM CSE	Program Support	Between June and Sept 2014	
11	C2TECO support	TECOM	Program Support	Between June and Sept 2014	
12	CSPS Business Analytics Project Support	CSPS	Program Support	Between June and Sept 2014	
13	PATS	PM 110	Program Support	Between Aug. and Sept 2014	

THIS IS A FORECAST OF ESTIMATED SOLICITATION PERIODS WHICH DOES NOT COMMIT
THE GOVERNMENT TO PAY ANY COSTS INCURRED IN PREPARATION OF ANY SUBMISSION OR
TO CONTRACT FOR SUPPLIES/SERVICES.



Recommended Contract Vehicles

- 1. SeaPort-e**
<http://www.seaport.navy.mil/default.aspx>
- 2. GSA Schedule Contracts**
- 3. GSA Stars II Schedule Contracts**
- 4. Small Business set asides outside of SeaPort-e**
- 5. All Other GWAC / DWAC Contract Vehicles that MCSC can utilize**



DoD Small Business Subcontracting Requirements

- All Contracting Action over \$650K being awarded to “Other than Small Business Concerns” requires a Small Business Contracting Plan (Individual Plan preferred)
- The DoD Wide Statutory Subcontracting Procurement Goals are provided below:
 - Small Business - 36.7% of Primes subcontracting dollars should be awarded to “small businesses”
 - SDB - 5 % of the Primes subcontracting plan (note: a D&F is required if the SDB Goal is less than 5% and must be signed one level above the contracting officer)



DoD Small Business Subcontracting Requirements, Continued

- The DoD Wide Statutory Subcontracting Procurement Goals Continued:
 - WOSB - 5 % of the Primes subcontracting plan
 - HUBZone - 3 % of the Primes subcontracting plan
 - SDVOSB - 3 % of the Primes subcontracting plan
 - The remaining 20.7% can be subcontracted as increased to the four socio-economic types listed above or to traditional small businesses, Veteran Owned Small Businesses, HBCU/MIs, and AbilityOne, NIB, NISH concerns.



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*Doing Business With
MCSC and PEO LS*

- ✓ Register with FEDBIZOPPS for all NAICS Codes that are applicable to your company so that you will receive automatic messages of procurement opportunities posted by MCSC: <https://www.fbo.gov/>
- ✓ Contact PEO LS and MCSC Program Managers from the Program Management Offices (PMOs) through MCSC Small Business Office of Small Business Programs (OSBP)
- ✓ Learn more about the Acquisition Center for Support Services (ACSS), the Command's utilization of SeaPort-e and the Command's forecast @
[http://www.marcorsyscom.marines.mil/ProfessionalStaff/Programs\(ACPROG\)/ACSS/ACSSForecasting.aspx](http://www.marcorsyscom.marines.mil/ProfessionalStaff/Programs(ACPROG)/ACSS/ACSSForecasting.aspx)



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**Technology Opportunities
with MCSC and PEO LS**

- ✓ Participate in Modern Day Marine (MDM), Advanced Planning Briefing to Industry (APBI), Marine South (Camp Lejeune) and Marine West (Camp Pendleton), and Industry Days
- ✓ Propose New Technologies and Ideas through Unsolicited Proposals (FAR 2.101) by Contacting MCSC's Contracting Business Operations – Mr. Willard Hines
(willard.hines@usmc.mil)
- ✓ Pursue Small Business Innovation Research (SBIR/STTR) Opportunities
<http://www.marcorsyscom.usmc.mil/sites/tto/sbir/default.aspx>



Study your potential customers (i.e., market research)

Engage Small Business Specialists (SBS) as your allies, not your adversaries

Measure yourself against your peers; consider teaming

Perform, Perform, Perform. Outstanding Performance is the key to success. Don't make excuses.

Evaluate the market

Respond in a timely manner

Focus on your capabilities and technical solutions, not your small business size status

Invest in yourself; obtain professional certifications, training, acquisition training, etc.

SEMPER FI!



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**[http://www.marcorsyscom.marines.mil/ProfessionalStaff/
Programs\(ACPROG\).aspx](http://www.marcorsyscom.marines.mil/ProfessionalStaff/Programs(ACPROG).aspx)**

**[http://www.marcorsyscom.marines.mil/ProfessionalStaff/
Programs\(ACPROG\)/ACSS/ACSSForecasting.aspx](http://www.marcorsyscom.marines.mil/ProfessionalStaff/Programs(ACPROG)/ACSS/ACSSForecasting.aspx)**



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Questions



“To a Marine, the term ‘Expeditionary’ is more than a slogan; it is our state of mind. It drives the way we organize our forces, how we train, and what kind of equipment we buy.”

- Gen. Amos, Commandant’s Planning Guidance 2010